

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

OPEN MEETING MINUTES

March 12, 2020

The regular meeting of the Maryland Small Business Development Financing Authority convened at 1:00 p.m. at Meridian Management Group, Inc., 826 E. Baltimore Street, Baltimore, MD 21202.

The following were in attendance at this meeting:

Authority Members	MMC Staff
Les Hall	Randy Croxton
Sharon Pinder	Anthony Williams
Laura Pasternak	Mark Harrison
Gina Ramsey	Timothy Smoot
Clemis Kaikis	Stanley Tucker
Chuck Martin	
Mara Sierocinski	
Kenny Oreagba	

Attorney General's Office
Barbara Kountz, Deputy Counsel

AGENDA

MINUTES

February 27, 2020

EXTENSION

A-Connection, Inc
Lyles Cleaning Services, LLC
Bloosurf, LLC
Unico Government Solutions, LLC

MODIFICATION

DTG Holdings, Inc.
WBGR Sports and Entertainment Network, LLC

NEW REQUEST

Envirenew, Inc.
Tri-State Solutions of Maryland, LLC

The closed session of the February 27, 2020, meeting was summarized. The Authority Board meeting was attended by Les Hall, Clem Kaikis, Laura Pasternak, Sharon Pinder, and Gina Ramsey. The meeting was closed to comply with requirements of the Maryland Public Information Act so that there would not be disclosure of confidential, commercial, and financial information associated with the applicants. The meeting was closed to discuss the following:

All of the requests were unanimously approved.

1. Care Management Consulting, LLC - \$75,000 EPIP line of credit
2. WGBR Sports & Entertainment Network, LLC - \$150,000 EPIP term loan; add condition of guaranty of BG Records and submission of financial statements of BG Records

NOTE: Kenny Oreagba was not present during this portion of the meeting.

MINUTES

February 27, 2020

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the minutes as presented.

NOTE: Kenny Oreagba was not present during this portion of the meeting.

EXTENSION

Presenter: Randy Croxton

Applicant: A-Connection, Inc.

Loan Amount: \$200,000 Line of Credit (mobilization of up to \$50,000)

Original Approval Date: January 12, 2018

Comments: Approval was requested for a 30-day extension of the approval date through May 14, 2020.

Discussion: There was limited discussion regarding the need for the extension.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

NOTE: Kenny Oreagba was not present during this portion of the meeting.

EXTENSION

Presenter: Randy Croxton

Applicant: Lyles Cleaning Services, LLC

Loan Amount: \$100,000 Line of Credit (mobilization of up to \$25,000)

Original Approval Date: February 11, 2016

Comments: Approval was requested for a 30-day extension of the approval date through April 9, 2020.

Discussion: There was limited discussion regarding the volatility of the owner. MMG was advised to stay in close communication with the borrower.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

EXTENSION

Presenter: Anthony Williams

Applicant: Bloosurf, LLC

Loan Amount: \$875,000 Term Loan (80% Guaranty)

Original Approval Date: December 10, 2019

Comments: Approval was requested for a 60-day extension of the approval date through May 14, 2020.

Discussion: There was limited discussion regarding the need for an extension of the approval date.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

EXTENSION

Presenter: Mark Harrison

Applicant: Unico Government Solutions, LLC

Loan Amount: \$75,000 Revolving Line of Credit (mobilization of up to \$10,000)

Original Approval Date: December 10, 2019

Comments: Approval was requested for a 60-day extension of the approval date through May 14, 2020.

Discussion: There was limited discussion regarding the lien on the owner and the amount owed.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

REPORT

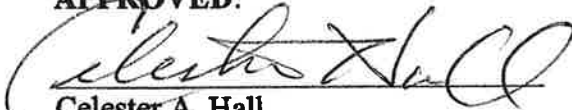
Presenter: Stanley Tucker

Comments: MMG and Commerce have been in discussions regarding the use of the category of “a group historically deprived of access to economic resources” being used to access MSBDFA’s programs as a result of the language contained in the 2017 MDOT disparity study. MMG sent a letter to Commerce requesting clarity on whether language in that study would be sufficient to allow use of the designated category in MSBDFA’s programs. Les Hall acknowledged receipt of the letter and stated that Commerce is planning to respond. The Authority board members will be copied on the response.

Action Taken: No action was required by the Authority Board.

The Open Meeting then closed at 1:25 p.m. upon motion made and seconded, and approved by all voting members, the meeting was closed pursuant to General Provisions Article, Section 3-305(b) (13), "to comply with a specific... statutory... requirement that prevents public disclosures about a particular proceeding or matter", that is, the Maryland Public Information Act prohibits disclosure of trade secrets, confidential commercial and confidential financial information. Chairman Les Hall signed the Presiding Officer's Written Statement for Closing a Meeting under the Open Meetings Act, which is attached to these minutes as an exhibit.

APPROVED:


Celester A. Hall
Chairman

DATE:

4-1-20

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

**PRESIDING OFFICER'S WRITTEN STATEMENT FOR CLOSING A MEETING
UNDER THE OPEN MEETINGS ACT
(General Provisions Article § 3-305)**

1. Recorded vote to close the meeting:

Date: March 12, 2020

Time: 1:30 pm – 2:43 pm

Location: Meridian Management Group, Inc., 826 East Baltimore Street, Baltimore, MD 21202

Motion to close meeting made by: Clem Kaikis; Seconded by Gina Ramsey

Vote to Close Session:

	AYE	NAY	ABSTAIN	ABSENT
Celester Hall, Chair, Designee Secretary of Commerce	[x]	[]	[]	[]
Clemis Kaikis, designee of Comptroller	[x]	[]	[]	[]
Charles Martin	[x]	[]	[]	[]
Kehinde Oreagba	[x]	[]	[]	[]
Laura Pasternak	[x]	[]	[]	[]
Sharon Pinder	[x]	[]	[]	[]
Gina Ramsey	[x]	[]	[]	[]
Mara Sierocinski	[]	[]	[]	[x]

2. Citation of statutory authority to close session (check all that apply): This meeting is being closed under General Provisions Article § 3-305(b), only:

____ (1) To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; any other personnel matter that affects one or more specific individuals;

____ (2) To protect the privacy or reputation of individuals concerning a matter not related to public business;

____ (3) To consider the acquisition of real property for a public purpose and matters directly related thereto;

____ (4) To consider a matter that concerns the proposal for a business or industrial organization to locate, expand, or remain in the State;

____ (5) To consider the investment of public funds;

____ (6) To consider the marketing of public securities;

____ (7) To consult with counsel to obtain legal advice on a legal matter;

____ (8) To consult with staff, consultants, or other individuals about pending or potential litigation;

____ (9) To conduct collective bargaining negotiations or consider matters that relate to the negotiations;

____ (10) To discuss public security, if the public body determines that public discussion would constitute a risk to the public or to public security, including: (i) the deployment of fire and police services and staff; and (ii) the development and implementation of emergency plans;

____ (11) To prepare, administer, or grade a scholastic, licensing, or qualifying examination;

____ (12) To conduct or discuss an investigative proceeding on actual or possible criminal conduct;

X (13) To comply with a specific constitutional, statutory, or judicially imposed requirement that prevents public disclosures about a particular proceeding or matter;

____ (14) Before a contract is awarded or bids are opened, to discuss a matter directly related to a negotiating strategy or the contents of a bid or proposal, if public discussion or disclosure would adversely impact the ability of the public body to participate in the competitive bidding or proposal process.

3. Disclosure of the topics to be discussed, for each citation checked above:

§3-305(b)(13) topics: Discussion and evaluation of the applications received from potential borrowers for financial assistance under programs of the Maryland Small Business Development Financing Authority, which applications include the disclosure of financial information of private individuals and confidential commercial and financial information.

4. For each topic listed in #2, disclosure of the reason for discussing it in closed session rather than in open session:

§3-305(b)(13): Financial information of private individuals is protected from disclosure under the Maryland Public Information Act (§4-336) and confidential commercial and financial information is protected from disclosure under the Maryland Public Information Act (§4-335).

This statement is made by Celester Hall, Chair of the Maryland Small Business Development Financing Authority, Presiding Officer.



Celester Hall
Chair